

## Message Text

UNCLASSIFIED

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70

ACTION XMB-07

INFO OCT-01 ARA-16 ISO-00 AID-20 CIAE-00 COME-00 EB-11

FRB-02 INR-10 NSAE-00 RSC-01 TRSE-00 OPIC-12 SPC-03

CIEP-02 LAB-06 SIL-01 OMB-01 NSC-10 SS-20 STR-08

CEA-02 DRC-01 /134 W

----- 016533

R 162025Z NOV 73

FM AMEMBASSY SAN SALVADOR

TO SECSTATE WASHDC 4128

UNCLAS SAN SALVADOR 4294

E.O. 11652 NA

TAGS: BEXP; ETRD; ES

SUBJ: EXPORT/IMPORT BANK FINANCING

FOR EXIMBANK

1. THE EMBASSY REQUESTS EXIMBANK'S ASSISTANCE IN ACCELERATING SERVICE OF AN APPLICATION BY FIRST NATIONAL CITY BANK (ITS CHICAGO EDGE ACT OFFICE) FOR SOME DOLS FIVE MILLION IN CREDIT. FOR EQUIPMENT FOR EXPANSION OF CEMEMTO DE EL SALVADOR, S.A. (CESSA). CULBERTSON, V.P. OF CITIBANK SAN SALVADOR, TOLD THE ECONOMIC OFFICER THAT THE BANK'S CHICAGO OFFICE FILED AN APPLICATION FOR PRELIMINARY COMMITMENT TO EXIMBANK AROUND THE FIRST OF OCTOBER AND THAT EXIMBANK RESPONDED TO CHICAGO MID-NOVEMBER SAYING IT WOULD DECIDE ON THE PRELIMINARY COMMITMENT WITHIN ONE TO TWO WEEKS AND ON THE PRELIMINARY COMMITMENT WITHIN ONE TO TWO WEEKS AND ON THE ACTUAL LOAN APPROVAL IN 90 TO 100 DAYS. ALLIS CHALMERS, THE POTENTIAL EXPORTER, ON THE OTHER HAND WILL QUOTE PRICES TO CESSA GOOD FOR ONLY 30 DAYS. THE EMBASSY WOULD APPRECIATE ANY INFORMATION WHICH MIGHT CLARIFY THIS DELAY.

2. IN RESPONSE TO EXIMBANK'S REQUEST FOR SPECIFIC INFORMATION CONCERNING COMPETITIVE FACTORS, THE EMBASSY KNOWS OF DIFFICULTIES  
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IN OBTAINING EXPORTFINANCING FOR THE EXPORT OF \$1.3 MILLION

WORTH OF SUGAR REFINERY EQUIPMENT FOR THE EXPANSION OF THE  
REFINERY OWNED BY COMPANIA AZUCARERA SALVADORENA,S.A. (THE  
REGALADO FAMILY). THE BORROWER SEEKS SEVEN YEAR FINANCING BUT  
EXIMBANK'S FIRM LIMIT IS FIVE YEARS. THE LOCAL CITIBANK SAYS THE  
GERMANS AND JAPANESE CUSTOMARILY GO 10 YEARS ON THIS TYPE OF  
EQUIPMENT. EXIMBANK COMMENT WOULD BE APPRECIATED.  
MOSKOWITZ

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** BANK LOANS, CEMENT  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 16 NOV 1973  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1973SANS04294  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** n/a  
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**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Page Count:** 2  
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**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** cunninfx  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 04 FEB 2002  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <04-Feb-2002 by elbezejf>; RELEASED <04-Feb-2002 by chappeld>; APPROVED <21 FEB 2002 by cunninfx>  
**Review Markings:**

Declassified/Released  
US Department of State  
EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** EXPORT/IMPORT BANK FINANCING FOR EXIMBANK  
**TAGS:** BEXP, ETRD, ES, XMB  
**To:** STATE  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005